



# Result presentation

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# Today's presenters



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# NYAB 2023: Strong growth in cash flow and order backlog

Revenue

**280.4 MEUR** (253.3)

*Revenue growth +16.6% in constant currencies*

EBIT margin

**5.4%** (10.2%)

*EBIT margin at healthy level despite macroeconomic challenges*

Free cash flow

**22.3 MEUR** (3.7)

*Free cash flow growth 603%*

Order backlog

**294.7 MEUR** (239.7)

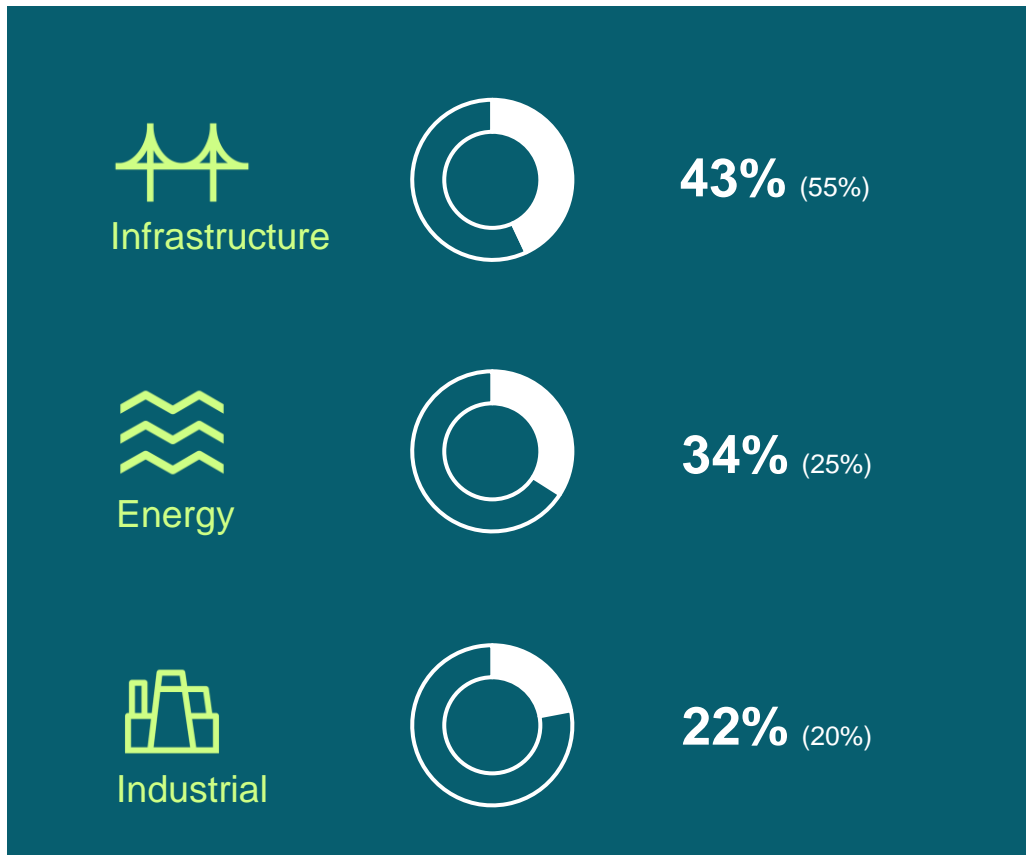
*Order backlog growth 23%*



# Revenue splits

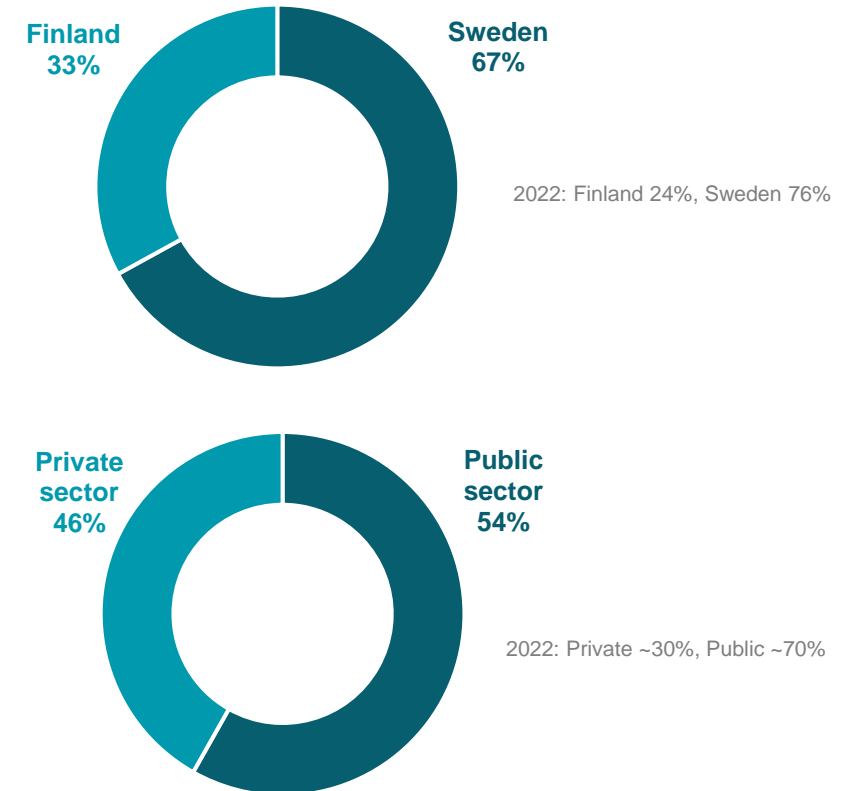
## Sectors

Revenue share\*



## Regions & customers

Revenue share





# Operational and financial highlights

*Full-year 2023*

**696**

*Revenue per employee FY'23, EURk*

**61%**

*Order book growth Q-O-Q, %*

**5.63**

*Net cash position, MEUR*

**0.014**

*Profit distribution proposal, EUR/share<sup>1)</sup>*

**1.91**

*Group LTIF4*

**403**

*Headcount*



1) Proposal to AGM, to be distributed as capital repayment. Profit distribution EUR 0.008 per share, plus extraordinary profit distribution EUR 0.006 per share

# Selection of new projects 2023



## Infrastructure



- Project for **Swedavia** regarding the widening of taxi runways conducted at Stockholm Arlanda airport
- Frame agreement signed with **Stockholm Vatten & Avfall** for water and sewage excavation and piping work
- Fourth consecutive project started with the **Swedish Transport Administration** to enable the transition to the new European Railway Traffic Management system



## Energy



- NYAB's largest contract ever signed with **Svenska kraftnät** regarding the construction of the new electricity transmission connection Aurora Line
- Contract with **Skarta Energy** regarding the Construction of a 102.5 MWp solar farm started in Utajärvi, Northern Ostrobothnia
- Several substation projects started with **Fingrid**, the Finnish main grid company



## Industrial



- Project for **Talga**, establishing a new battery anode refinery, started in Luleå
- Work for **Yara** started in its Siilinjärvi mills

# Underlying market driven by global mega trends

## Green transition

- Significant growth of RES expected coming 10 years leads to substantial stress on already underinvested electricity transmission capacity
- Climate change exerts stress on current infrastructure, driving need for new investments

## De-globalisation

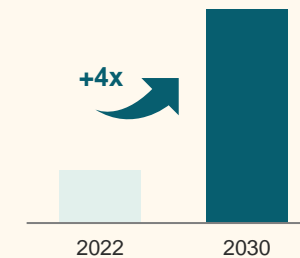
- Disrupted supply chains, unstable geopolitical situation, and trade tension between countries are leading to a deceleration of globalisation and even de-globalisation
- Promoting local investments related to e.g. the production of goods, power supply and defence

## Urbanisation

- The trend of urbanisation in the Nordics continues with the expansion of our major cities
- Creates needs for additional investments related to all types of infrastructure that surrounds a city area, e.g. roads, bridges, railways, ports, airports, water and sewage systems, etc.

### Green transition investments

#### RES power production SE/FIN<sup>1)</sup>

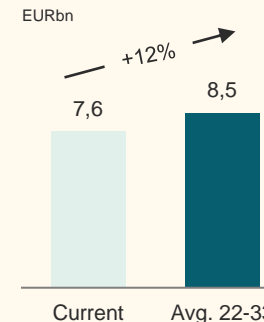


**EUR +300bn**  
Planned LT investments in green projects SWE / FIN<sup>4)</sup>

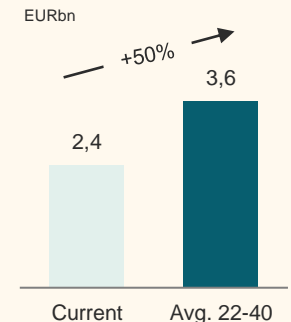
**EUR 90bn**  
Needed main grid investments SWE next ~20 yrs<sup>5)</sup>

### Public infrastructure investments p.a.

#### Transportation SE/FIN<sup>2)</sup>



#### Water SE/FIN<sup>3)</sup>



# Q4'23 highlights

- Stable performance with improving underlying profitability despite tough market conditions
- Revenue growth 1.3% in constant currencies
- Good performance in order intake resulted in all-time high backlog at the end of the year of EUR 294.7 (239.7) million
- Two significant contracts signed: Aurora Line (89 MEUR), Solar farm in Utajärvi (69 MEUR)
- Strong free cash flow of EUR 16.8 (9.5) million

Revenue

**87.8 MEUR** (89.8)

EBIT

**6.6 MEUR** (19.2)

EBIT margin

**7.5%** (21.4%)





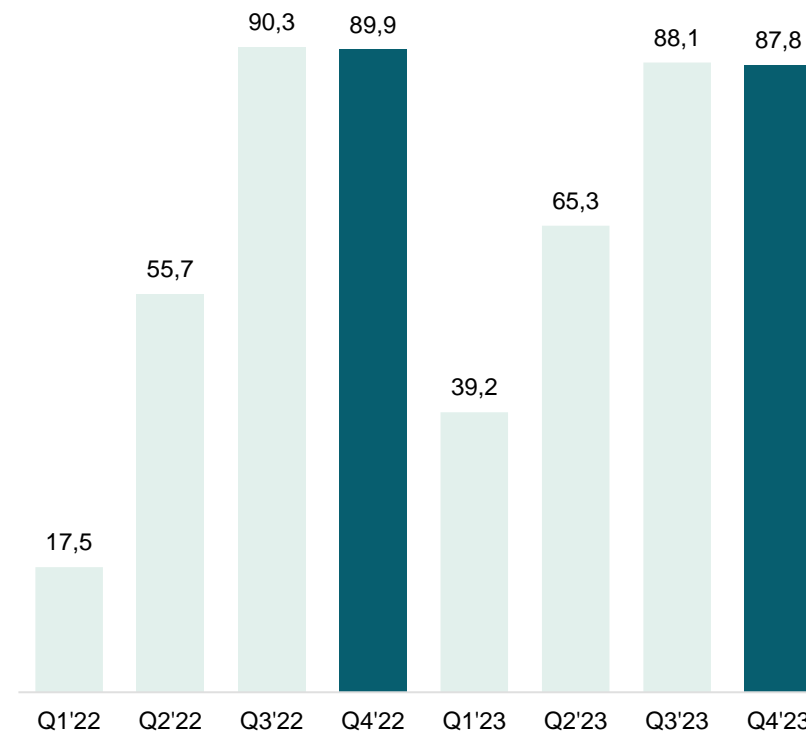
# Stable performance Q4'23 with growth in constant currencies

## Comments

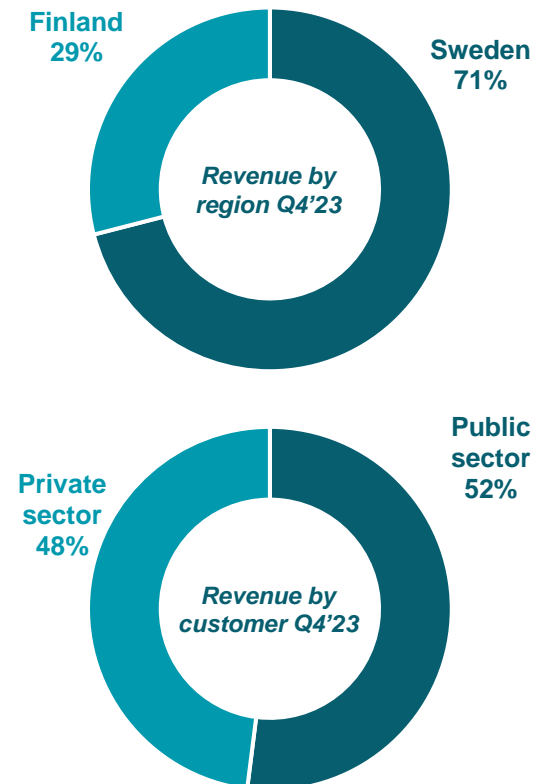
- Revenue growth in constant currencies 1.3%, reported growth -2.1%
- Weather conditions affected Q4 revenue recognition
- Relatively stable geographical split between FIN & SWE
- Private sector customer share increased due to increase in energy and industrial projects

## Revenue development

EUR million



## Revenue splits Q4'23



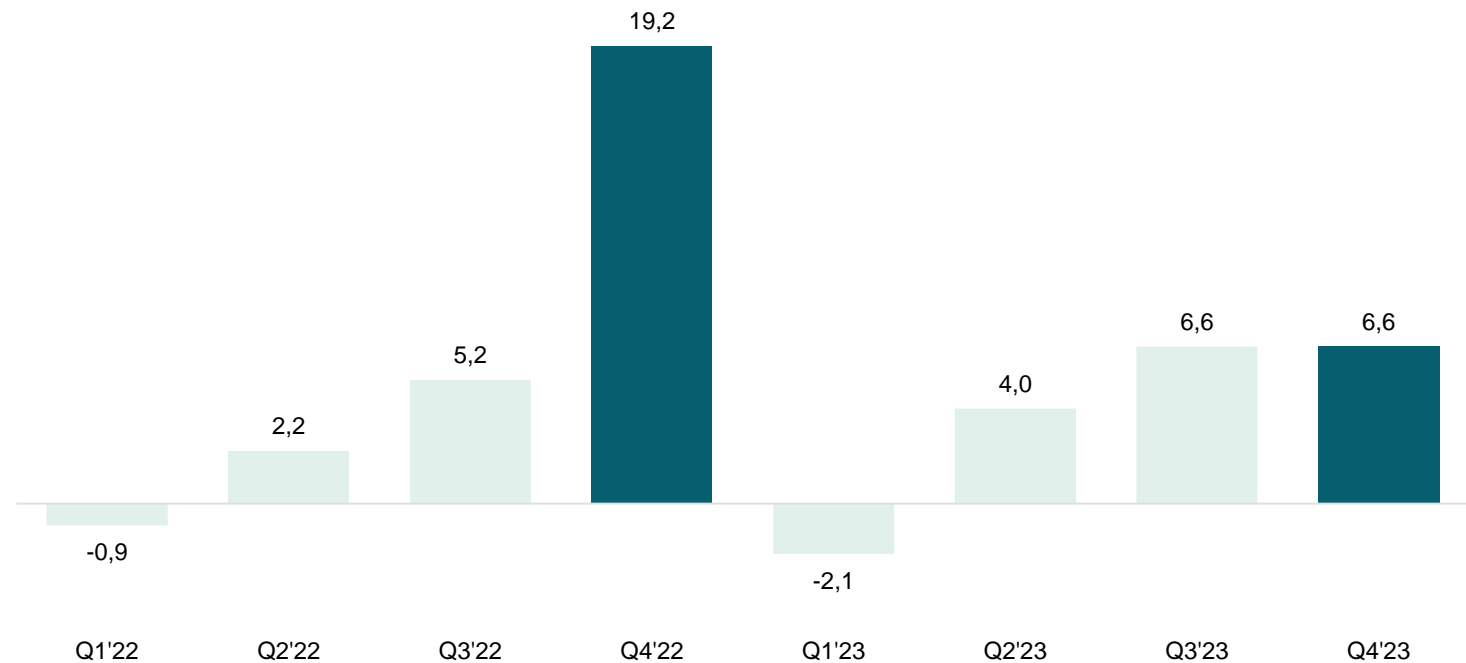
# Solid profitability performance in Q4'23

## Comments

- EBIT margin 7.5% (21.4%)
- Comparison period benefitted from Skarta Energy sales gain that had +16.3% effect. Underlying margin improved hence by +2.5 p.p.
- Year-end impairment to PPA intangible assets EUR 0.5 (0.0) million
- Solid project execution main driver in underlying profitability improvement

## EBIT development

EUR million



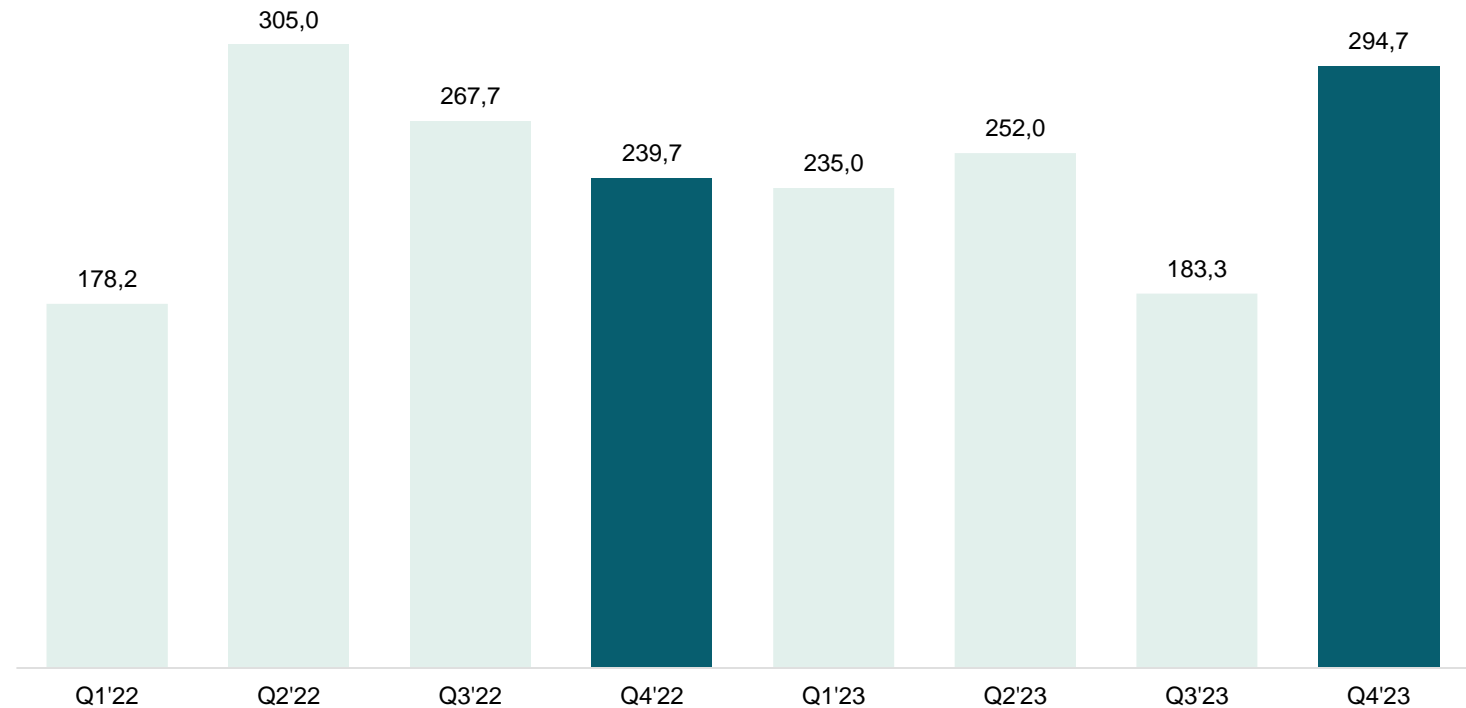
# Largest end of the year backlog of all-time

## Comments

- Order backlog growth 23.0% y-o-y, 60.8% q-o-q
- Stabilization of the macroeconomic environment towards the end of the year resulted in a significant order intake during Q4
- Order backlog additionally benefitted by slipping of volumes to 2024
- EUR 197.6 (178.6) million of order backlog expected to materialize in following year

## Order backlog development

EUR million



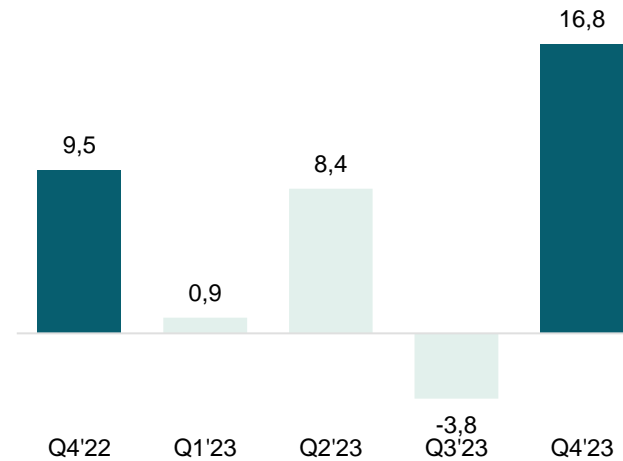
# Strong growth in cash flow and a very solid financial position in Q4'23

## Comments

- Free cash flow growth 76.5% y-o-y, full year FCF growth 6x
- Ended year in net cash position EUR 5.6 (-7.0) million
- Equity ratio 73.0% (69.6%)
- Excellent performance in working capital management in Q4'23, full year cash flow benefitted from Mikkeli settlement in Q2'23
- ROCE 6.6% (22.7%). In addition to challenging market conditions high capital employed dragged performance

## Free cash flow

EUR million

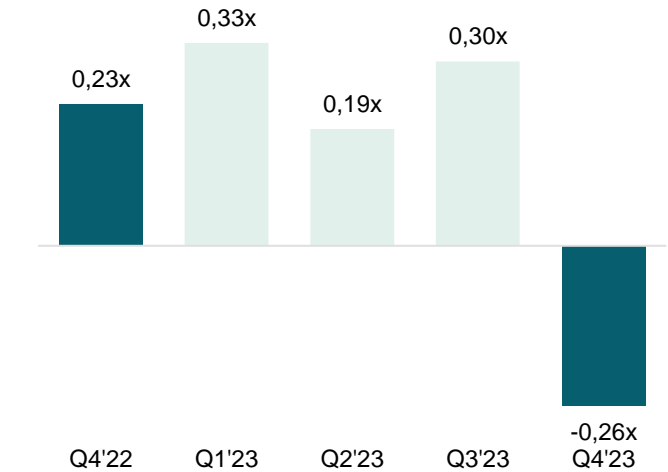


**EUR 22m**

Free cash flow  
FY'23

## Net debt/EBITDA (previous 12 months)

(x)



**-0.26x**

Net debt / EBITDA  
FY'23

**6.6%**

ROCE  
FY'23



# Long-term financial targets and past performance

## Long-term financial targets

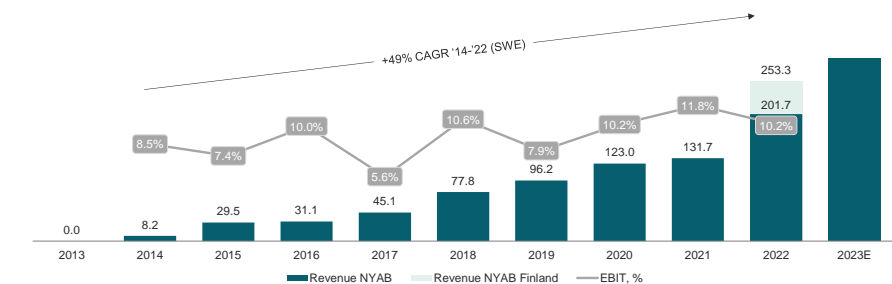
		FY 2023
Annual revenue growth	>10%	10.7%
EBIT margin	>7.5%	5.4%
Net debt / EBITDA	<1.5x	-0.26x
Dividend (% of net profit)	>35%	109% <sup>1)</sup>



## Close to ten years of uninterrupted and constantly profitable growth

### Financial performance, NYAB

EURm



4 Note: 2014-2020 financials based on consolidated financial statements of Holding Investment Förvaltning i Luleå AB (prior holding company of Swedish NYAB companies). 2021-2022 financials based on NYAB Plc's reported figures under IFRS.



# Summary

- NYAB accomplished great progress during 2023, developing both core business and its support functions
- Strong revenue growth in constant currencies of 16.6%, while maintaining, healthy margins and achieving a significant improvement in free cash flow
- Preparations for the listing on Nasdaq First North Premier Growth Market in Sweden commences according to plan
- High year-end order backlog together with exposure to growing sectors and geographical markets allows NYAB to give a financial guidance in which revenue and operating profit for 2024 are expected to increase from 2023



**Project:** Solar farm developed by Skarta Energy to Utajärvi

**Signed:** December 2023

**Location:** Utajärvi, Northern Ostrobothnia, Finland

**Value:** EUR 69 million

**Estimated year of completion:** H1 2026

# Appendix

Consolidated statement of income  
Consolidated balance sheet  
Consolidated cash flow statement





# Consolidated statement of income

EUR thousand	10-12/2023	10-12/2022	7-12/2023	7-12/2022	1-12/2023	1-12/2022
Revenue	87 848	89 765	175 946	180 113	280 417	253 318
Other operating income	321	14 955	609	15 364	3 418	16 019
Materials and services	-67 071	-70 201	-134 152	-144 103	-217 957	-203 612
Employee benefit expenses	-8 759	-9 145	-16 583	-16 777	-32 390	-26 764
Other operating expenses	-3 762	-4 597	-9 243	-7 270	-12 114	-8 571
<b>EBITDA</b>	<b>8 578</b>	<b>20 776</b>	<b>16 578</b>	<b>27 327</b>	<b>21 374</b>	<b>30 389</b>
Depreciation, amortisation and impairment	-1 963	-1 562	-3 388	-2 902	-6 186	-4 645
<b>OPERATING PROFIT</b>	<b>6 614</b>	<b>19 214</b>	<b>13 190</b>	<b>24 425</b>	<b>15 187</b>	<b>25 744</b>
Finance income	-39	492	-24	527	491	565
Finance expenses	-1 070	-329	-2 008	-606	-3 217	-1 004
Finance income and expenses total	<b>-1 109</b>	<b>163</b>	<b>-2 032</b>	<b>-79</b>	<b>-2 726</b>	<b>-440</b>
Share of result of associates and joint ventures	-744	-67	-1 186	-64	-1 784	-27
<b>RESULT BEFORE TAXES</b>	<b>4 761</b>	<b>19 310</b>	<b>9 971</b>	<b>24 282</b>	<b>10 677</b>	<b>25 278</b>
Income taxes	-1 197	9	-1 840	-625	-1 628	-1 958
<b>RESULT FOR THE PERIOD</b>	<b>3 564</b>	<b>19 319</b>	<b>8 131</b>	<b>23 657</b>	<b>9 049</b>	<b>23 320</b>



# Consolidated balance sheet

EUR thousand	12/2023	12/2022
<b>ASSETS</b>		
<b>Non-current assets</b>		
Goodwill	121 189	121 182
Intangible assets	1 589	3 840
Tangible assets	12 939	14 360
Right-of-use assets	3 369	3 377
Participations in associates and joint ventures	16 732	11 110
Other non-current receivables and investments	2 465	5 624
Deferred tax assets	32	480
<b>Total non-current assets</b>	<b>158 316</b>	<b>159 973</b>
<b>Current assets</b>		
Inventories	1 373	2 303
Trade receivables	57 607	50 618
Contract assets	21 186	22 841
Other receivables	4 962	9 536
Cash and cash equivalents	22 644	13 827
<b>Total current assets</b>	<b>107 772</b>	<b>99 125</b>
<b>TOTAL ASSETS</b>	<b>266 088</b>	<b>259 098</b>

EUR thousand	12/2023	12/2022
<b>EQUITY AND LIABILITIES</b>		
<b>Equity attributable to owners of the parent company</b>		
Share capital	80	80
Reserve for invested non-restricted equity	137 428	142 375
Funds	-176	0
Translation adjustment	-2 113	-2 382
Retained earnings	50 107	40 345
<b>Total equity</b>	<b>185 326</b>	<b>180 418</b>
<b>Non-current liabilities</b>		
Non-current interest-bearing liabilities	9 274	10 367
Lease liabilities	2 229	2 277
Accrued expenses	89	113
Provisions	194	83
Deferred tax liabilities	3 941	4 379
<b>Total non-current liabilities</b>	<b>15 728</b>	<b>17 219</b>
<b>Current liabilities</b>		
Current interest-bearing liabilities	4 409	7 178
Lease liabilities	1 102	1 014
Contract liabilities	12 149	11 647
Trade and other payables	47 374	41 621
<b>Total current liabilities</b>	<b>65 034</b>	<b>61 460</b>
<b>TOTAL LIABILITIES</b>	<b>80 762</b>	<b>78 680</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>266 088</b>	<b>259 098</b>

# Consolidated cash flow statement

EUR thousand	10-12/2023	10-12/2022	7-12/2023	7-12/2022	1-12/2023	1-12/2022
<b>Cash flows from operating activities</b>						
Result for the period	3 564	19 318	8 131	23 657	9 049	23 320
<b>Adjustments for profit:</b>						
Depreciation and amortisation	1 963	1 562	3 388	2 902	6 186	4 645
Finance income and expenses	1 092	-163	2 016	79	2 709	440
Gain on disposal of intangible assets	-70	-16 020	-141	-16 020	-141	-16 020
Income taxes	1 197	-9	1 840	625	1 628	1 958
Share of profit/loss of an associate	744	68	1 186	64	1 784	27
Other adjustments	-73	-325	-208	-8	466	0
<b>Total adjustments</b>	<b>4 853</b>	<b>-14 887</b>	<b>8 081</b>	<b>-12 358</b>	<b>12 633</b>	<b>-8 950</b>
<b>Changes in working capital:</b>						
Increase (-) / Decrease (+) in trade and other receivables	3 041	12 480	-1 671	-7 204	-258	-19 743
Increase (+) / Decrease (-) in inventories	2 993	581	2 192	-230	914	-421
Increase (+) / Decrease (-) in trade and other payables	3 262	-11 375	1 837	8 076	7 513	10 558
<b>Total changes in working capital</b>	<b>9 295</b>	<b>1 686</b>	<b>2 358</b>	<b>642</b>	<b>8 168</b>	<b>-9 605</b>
Interest received and other financial income	52	493	-51	527	465	565
Interests paid	-290	-329	-1 005	-606	-1 436	-1 004
Financial expenses paid	-718	0	-1 116	0	-1 556	0
Income taxes paid	428	-42	-3 179	-93	-3 179	-193
<b>Net cash flows from operating activities</b>	<b>17 184</b>	<b>6 238</b>	<b>13 219</b>	<b>11 770</b>	<b>24 144</b>	<b>4 132</b>

EUR thousand	10-12/2023	10-12/2022	7-12/2023	7-12/2022	1-12/2023	1-12/2022
<b>Cash flows used in investing activities</b>						
Acquisition of subsidiaries, net of cash acquired	0	0	0	-313	0	1 403
Disposal of subsidiaries, net of cash disposed	0	4 559	0	4 559	0	4 559
Purchase of tangible and intangible assets	-797	-1 266	-869	-4 041	-2 490	-6 395
Proceeds from sale of tangible and intangible assets	432	0	683	0	683	0
<b>Net cash flows from investing activities</b>	<b>-365</b>	<b>3 293</b>	<b>-186</b>	<b>206</b>	<b>-1 806</b>	<b>-433</b>
<b>Cash flows from financing activities</b>						
Proceeds from issue of new long-term debt	-6 994	-2 709	-5 294	254	14 374	13 142
Repayment of long-term debt	-2 468	-497	73	-1 842	-15 351	-5 606
Change in short-term borrowings	5	0	-2 515	0	-2 515	0
Repayment of lease liabilities	-529	-132	-819	-253	-895	-387
Acquisition of non-controlling interests	0	0	0	0	0	-97
Profit distribution	0	0	97	-555	-8 982	-5 654
<b>Net cash flows from/(used in) financing activities</b>	<b>-9 986</b>	<b>-3 338</b>	<b>-8 458</b>	<b>-2 396</b>	<b>-13 369</b>	<b>1 398</b>
<b>Net increase in cash and cash equivalents</b>	<b>6 834</b>	<b>6 193</b>	<b>4 575</b>	<b>9 579</b>	<b>8 969</b>	<b>5 097</b>
Cash and cash equivalents at the beginning of the period	15 743	7 985	17 839	4 621	13 827	9 369
Impact of the changes in foreign exchange rates	67	-352	230	-375	-152	-640
<b>Cash and cash equivalents, end of period</b>	<b>22 644</b>	<b>13 827</b>	<b>22 644</b>	<b>13 827</b>	<b>22 644</b>	<b>13 827</b>